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MARCH+APRIL 2008

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Partnership Critical in Port Expansion

ON DECEMBER 6, 2007 THE PORTS AUTHORITY, the City of North Charleston, and area residents kicked-off an historic \$4 million community mitigation program related to the development of a new container terminal in the city. This is further evidence that our demonstrated progress on port development means good things for the economy, the environment and the community.

Through a working relationship with the City of North Charleston and the Lowcountry Alliance for Model Communities,

The partnership with the City and our neighbors is a critical component of port expansion as the Ports Authority seeks to maximize community benefits and minimize undesirable impacts.

which represents a number of area neighborhoods, eight key areas of concern were identified for action in the community plan. We worked to formalize a plan that was signed by the Authority, as well as the City and the community.

The first \$750,000 installment was hand-delivered in December, launching a host of positive programs in the surrounding area, such as support for affordable housing, environmental monitoring, scholarships, health care and fitness amenities, community center

improvements, employment opportunities and community redevelopment planning.

In the port industry, this type of community mitigation is rare. Most port industry projects tend to focus only on environmental issues. In this case, due to the proximity, history and economic situation of nearby communities, we saw a unique opportunity to work with neighbors who truly want to improve their quality of life. We also felt there was an historic opportunity for all parties, if we worked together.

While all large-scale public works projects will have negative impacts on some individuals, we have committed to minimizing and mitigating the negative impacts and maximizing those that are positive. The community mitigation is part of the Authority's broader \$12 million mitigation plan for the new terminal. While the majority of the mitigation funding is dedicated to green

programs, including the creation of a 22-acre tidal marsh, land preservation, wetlands preservation, oyster reef restoration and right whale conservation, more than \$4 million is dedicated to community programming in the surrounding community.

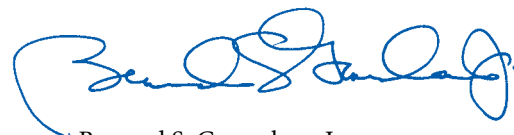
The partnership with the City and our neighbors is a critical component of port expansion as the Ports Authority seeks to maximize community benefits and minimize undesirable impacts. Since our community mitigation effort was officially launched in December, several important steps have been taken and this important work is underway.

Perhaps one of the most significant steps was creation of the Mitigation Agreement Commission by the City of North Charleston and the community. The MAC will serve three important roles: 1) Create a formal means of maintaining open dialogue between the Authority, the City, and the community; 2) Create a communication plan to keep stakeholders and the general public abreast of mitigation plan activities and progress; and 3) Provide direction for expenditure of funds called for by the mitigation agreement. In essence, the MAC is a partnership organization that will oversee the implementation of the mitigation plan, as guided by the community.

We are proud to be a member of this team. Implementation of a plan such as this requires the participation of the stakeholder. Active engagement is how we learn about the community concerns and ensure that they are addressed.

The community partnership symbolized in the mitigation agreement, the kick-off of the mitigation program, and the creation of the MAC all point to clear progress for port expansion in Charleston—expansion accomplished in a manner in which we all can be proud.

Best Regards...



Bernard S. Groseclose, Jr.
President and CEO
South Carolina State Ports Authority



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Spring Conferences Bring Educational, Networking Opportunities

SPRING IS HERE, AND FOR THE SHIPPING INDUSTRY, that means conference season is upon us! Leaders from every sector of the shipping industry will have a chance to network while taking part in educational and social opportunities during two action-packed events—the Port Productivity Conference (PPC) and the South Carolina International Trade Conference (SCITC).

The 2008 PPC, to be held April 7-8 at the Embassy Suites & Convention Center in Charleston, will focus on the strategies and technologies that enhance port productivity with one primary theme: How ports can improve productivity and why it matters. Conference attendees may listen to expert panelists from every aspect of the industry discuss issues ranging from forecasting to infrastructure development, capacity issues, port and terminal planning, security, and terminal velocity.

“There is no better time to be addressing Port Productivity!”

said Peter Hurme, conference chairman and Publisher of Northwest Publishing Center. “This conference has the best mix of thematic issues and tools-of-the-trade in its three-year history.”

Hurme expects 300-350 supply chain professionals, service providers, port and terminal operators, and other industry leaders to attend. Famed news pundit Eleanor Clift will deliver a special opening keynote address, called “The Road to the White House,” which will greatly impact the shipping industry. Attendees also will enjoy a frank discussion of pertinent transportation legislative issues between a prominent shipper group and the D.O.T. regarding how “The Blue Sky Port” might look in these most important years to come, Hurme added. Additionally, experts and terminal operators will update the industry on how the new breed of marine terminal investors are faring in this challenging business climate, while a group representing multi-modes and disciplines will examine the inland supply chain productivity component.

"Our popular conference networking functions are back, including our Collaboration Dinners at select fine eateries throughout downtown Charleston, and a big golf tournament, which will constitute the third, and final day of the conference," Hurme said.

Right on the heels of the PPC comes the SCITC's 35th anniversary. This year, the SCITC has partnered with the S.C. Manufacturers Alliance (SCMA) for the annual event, to be held May 27-29 at Charleston Place Hotel.

Led by OOCL's Deborah Blatchford, the 2008 SCITC will enable more than 500 international logistics, transportation, manufacturing, distribution and international trade professionals to network and enjoy educational sessions by industry leaders.

"We have a variety of workshops and business sessions that cover the gamut and offer a little bit of everything for everybody," Blatchford said. "By partnering with SCMA, we are able to enhance our target market, which has always been importers and exporters."

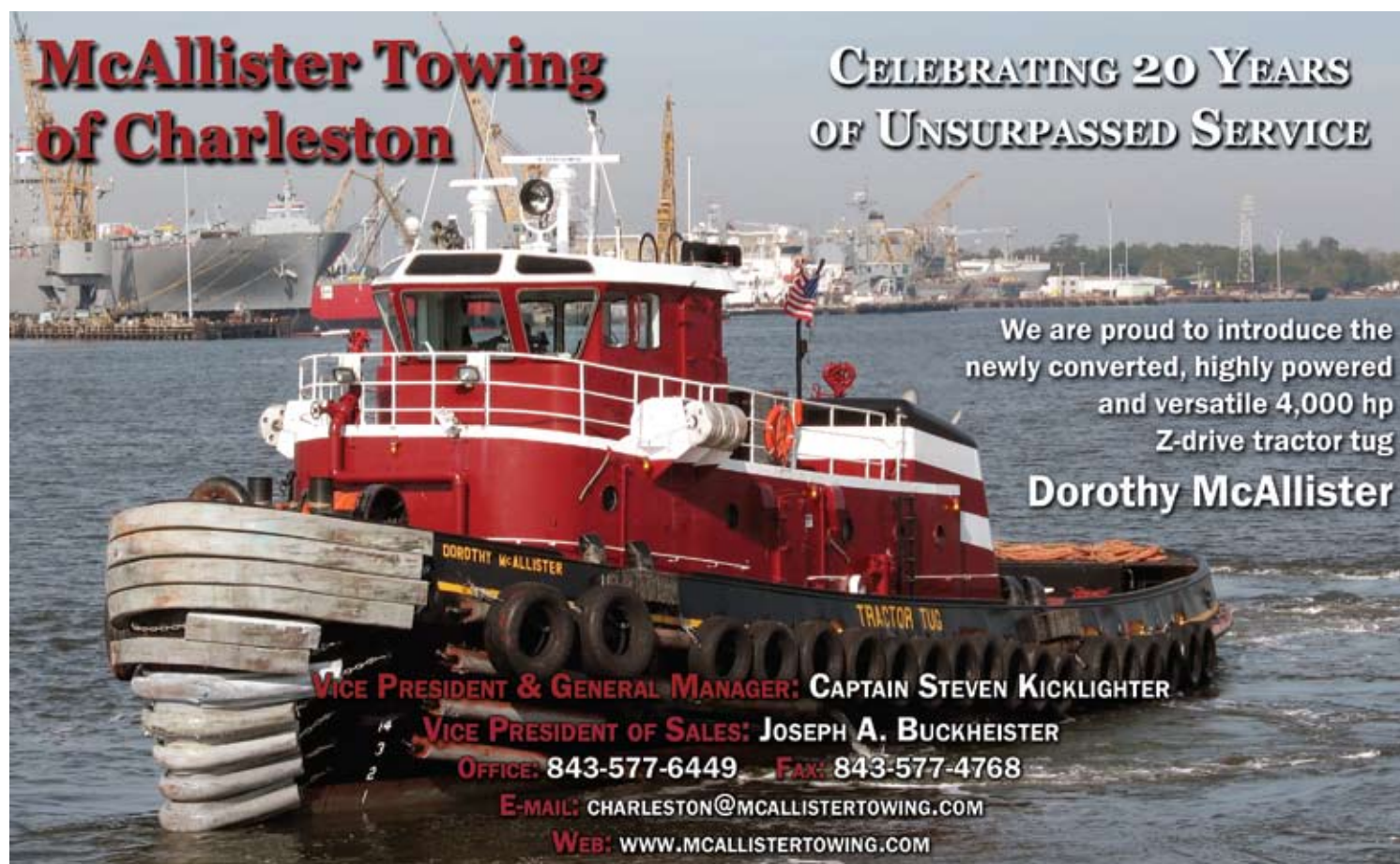
The conference kicks off Tuesday with a tour of the Wando Welch Terminal, followed by a tennis tournament at the Family Circle Tennis Center on Daniel Island. Tuesday's education sessions focus on "International Trade Best Practices," including presentations such as "CBP Today—Trade issues in a Port Security Environment" by CBP Area Port Director Pamela Zaresk, as well as "Trade Compliance" by nationally known international trade attorney Rob Pisani. Several large

companies will be on hand to discuss technology for international process improvement.

Wednesday begins with the opening ceremony and welcoming address, followed by the keynote address from the Federal Maritime Commissioner, the Honorable Hal Creel. Business sessions include topics on "Foreign Investment in Trade Facilities," and "Best Practices from the Top Shippers." Wednesday's World Trade Luncheon will include keynote speaker Tim Wilson, a comedian, songwriter, and self-proclaimed "philosopher, musicologist and theologian wanna be." The afternoon session focuses on "Long Shore Labor and Management Issues," followed by evening entertainment at 28 Bridgeside with band Permanent Vacation.

Thursday's breakfast session features Dr. Michael Economides, University of Houston's Professor of Chemical and Biomolecular Engineering, who will discuss "Energy-Economic Impact." He is followed by Texas A&M's Dr. Christine Ehlig-Economides, who will present "A Future Transportation Vision." Thursday's Transportation Forum will be followed by a golf tournament at Patriots Point, and evening entertainment at The Citadel Beach House.

For more information or to register for these conferences, visit www.portproductivityconference.com and www.port-of-charleston.com/scitc/scitc.asp.



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THE PORT OF CHARLESTON'S WANDO WELCH TERMINAL WAS RECENTLY VOTED THE BEST MARINE TERMINAL IN THE U.S. BY THE READERS OF A LEADING TRADE JOURNAL, *MARINE DIGEST* AND *CARGO BUSINESS NEWS*.

Wando Welch Terminal Voted Best in Country

Readers of *Cargo Business News* recently chose The Port of Charleston's Wando Welch terminal as the country's most productive terminal. The publication surveyed shipping and service provider executives and others in the supply chain as part of its Star Ports and Terminals survey. They were asked to name the marine container terminal that they consider the most productive. Port operators were omitted from the survey.

The article, which was the cover story for the February, 2008, edition of *Cargo Business News*, quoted SCSPA President & CEO Bernard S. Groseclose Jr., as attributing the port's success to the cooperation of the region's maritime community.

"The key to a port's reputation is how it treats its customers,"

Groseclose said in the story. "In Charleston, where there are no strangers at the waterfront, that means nurturing a true maritime community. When a customer has an issue we can respond. We don't just say, 'Sorry, we're just the landlord.'"

The *Cargo Business News* article highlights several waterfront leaders, including Chris Parvin, vice president of marketing operations for Mediterranean Shipping Co., and Patrick Barber, owner of Superior Transportation and president of the Charleston Motor Carriers Association.

SCSPA Board Elects Posek Chairman

The SCSPA has elected David J. Posek of Greenville to serve a two-year term as chairman of the Board of Directors. Gov. Mark Sanford named Posek to the Authority

Board in October 2005, and he has served as secretary since 2006. He also has chaired the Board's Strategic Planning Committee.

"Increasing business through our ports in Charleston and Georgetown is essential to South Carolina's economy, so I'm honored to have this opportunity to serve our state," Posek said. "Between expansion of existing facilities, the new terminal in North Charleston, and the Jasper project, we're prepared for our customers' and the state's future economic development needs."

Posek is retired from Lockheed Martin, where he served as president of the company's Aircraft and Logistics Center in Greenville. He also worked in numerous capacities with General Electric for nearly three decades. Posek has served on a number of local community boards, including the Red Cross and as chairman of the University

Center of Greenville.

The remaining Board officers elected were Bill H. Stern of Columbia, vice chairman; Whitmarsh S. Smith III of Charleston, treasurer; and John F. Hassell III of Charleston, secretary.

SCSPA Unveils New Web Site

In mid-February, the SCSPA launched its redesigned Web site, portcharleston.com. The SCSPA's marketing and IT departments recently partnered with local ad agency Rawle Murdy to create the new site.

"We wanted to completely redesign the Web site in an effort to provide customers with easier access to pertinent information," said English Struth, SCSPA Web Developer. "The site offers a fresh, clean look, and it is easier for cus-

tomers to quickly find the information they need.”

The Web site makeover includes a new color scheme with a heavy focus on photography from Port Photographer Marvin Preston. Aside from the impressive design, the pages also are easier to navigate. The home page is divided into four sections: South Carolina State Ports Authority, Port of Charleston, Port of Georgetown, and Charleston Cruises.

The “SCSPA” page provides background information about the SCSPA, news, statistics, and business contact information, while the “Port of Charleston” page houses resources such as the Port Directory and Carrier Services Directory, as well as information about the port’s terminals. Most importantly, this section includes Operational Tools to assist our customers with the seamless flow of information related to ships

and cargo, including a list of active export vessels, vessel reports, and ORION WebConnect.

“Customers used to go to a section called Online Tools to get these items, and now they can visit the Port of Charleston section and click on Operational Tools,” Struth said.

The “Port of Georgetown” page lists facts about the services, facilities and equipment that this port offers, along with other helpful information such as directions and intermodal connections. Finally, the “Charleston Cruises” page has given the area’s cruise business a much bigger presence than the previous Web site. The page is broken into sections for cruise operators and cruise passengers. Here, they can easily find information about the cruise terminal, the Charleston area, directions, and tips for getting around town via local transportation.



THE NEW LOOK OF THE SCSPA'S WEBSITE OFFERS EASIER NAVIGATION AND MORE TOOLS FOR VISITORS TO THE SITE.

“To make important information more readily available, on every page of the site you will see

contact information that relates directly to the subject matter on that page,” Struth said. “We also



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have client advisories in red bold type on every page, and we list the most recent press releases on every page, as well."

More Development Planned for Orangeburg

The Miller-Valentine Group of Dayton, Ohio, will invest \$5 million to develop and build a 150,000-square-foot speculative building in Orangeburg's fast-growing Global Logistics Triangle.

The building, which will be expandable to 300,000 square feet, will be located in the Orangeburg County/City industrial Park.

The park, a former agricultural property near the intersection of Interstate 26 and U.S. Highway 301, has been in development since 1998. It already is home to more than 1 million square feet of occupied industrial space. The spec building will be ready for occupancy in August.

"Orangeburg County is a market that sets up perfectly for both manufacturing and distribution," said Kevin Werner, a partner at Miller-Valentine. "The Global Logistics Triangle established by Orangeburg County will continue to be an area of focus in the global market for companies wishing to invest in South Carolina. This location is a great entry point into the North American market."

DuPont Plans \$500 Million Investment in Berkeley County

DuPont has selected its Cooper River plant to receive a \$500 million investment to significantly expand production of high-performance Kevlar® para-aramid brand fiber for industrial and military uses.

The investment at the Cooper River site, which is located about 30 miles north of Charleston in

Berkeley County, will include construction of a new Kevlar® fiber facility. It is expected to require 100 permanent DuPont jobs, as well as more than 400 contractor jobs during peak construction, which began in January. The plant's startup is scheduled for 2010.

The new Cooper River facility is the centerpiece of a multi-phase, multi-year Kevlar® production expansion that will ultimately increase global Kevlar® production capacity by more than 25 percent. This expansion represents the largest single investment in Kevlar® and the largest capacity increase since the fiber was introduced in 1965.

"The new plant at Cooper River, together with our other global assets, will help DuPont meet strong and growing global demand for Kevlar®," said Thomas G. Powell, vice president and general manager, DuPont Advanced Fiber Systems. "It also will allow us to put our innovative science

to work to develop new, differentiated Kevlar® products using the latest new fiber technologies that protect people and processes."

Port Sponsors Community Mitigation Program

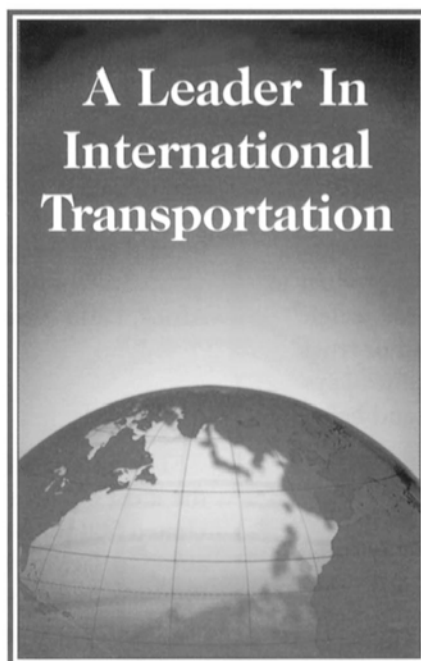
The SCSA recently joined North Charleston Mayor Keith Summey to kick off a \$4-million community mitigation program in the City of North Charleston.

The SCSA's \$4 million will fund a host of programs in the area, ensuring the new port terminal at the former Navy Base has the greatest positive impact on the surrounding area. Earlier this year, nine state and federal agencies signed off on the new port development project at the former Navy Base.

"The negotiations between the neighborhoods, City of North

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Charleston, and SCSPA ended with the neighborhoods gaining an opportunity to enhance the value, conditions, and livability of their community," Summey said. "The mitigation provides a wonderful and unique chance to allow the neighborhoods to guide and mold their future."

The massive community mitigation program is result of a working partnership between the City of North Charleston, the community, and the SCSPA. Over several months, the City and the Lowcountry Alliance for Model Communities, a group of seven neighborhoods near the terminal site, worked with the SCSPA to minimize negative impacts and maximize positive impacts.

Wildlife Trust, SCSPA Partner for Endangered Right Whale

Scientists at Wildlife Trust will significantly increase their aerial surveys of right whales, thanks to extended funding from the SCSPA. The SCSPA currently is developing a new shipping terminal in Charleston Harbor and has pledged up to \$200,000 per year for the next five years so Wildlife Trust can increase aerial surveys to ensure the safety of right whales in the region.

Endangered North Atlantic right whales migrate to the southeastern U.S. coast to give birth to their calves. This region is the only known calving ground for the species and has been designated as a critical habitat for right whales. Collaboration between the National Oceanic and Atmospheric Administration

and the SCSPA during the project permitting process resulted in increased efforts to protect right whales along the coast.

"This survey work is a special measure that we included in the new terminal's project design," said Bernard S. Groseclose Jr., SCSPA President & CEO. "It will benefit all shipping in and around Charleston, not just vessel traffic associated with the new terminal. This is another example of how new terminal development is good for both the economy and our environment."

Aerial surveys provide vital information to wildlife managers on right whale calving distribution, and the location of these slow-moving animals. The largest threats to the right whale population are human-related, including ship strikes and entanglement in fishing gear. Wildlife Trust works to minimize the risk to these animals by locating right whales during daily aerial surveys from November through April and reporting locations to military and commercial shipping traffic to mitigate potential ship strikes.

"Right whales are slow-moving, especially when accompanied by a calf, and they have a broad, flat back that makes it difficult for vessels to see them when they are at the surface of the water," said Cynthia Taylor, Wildlife Trust Director of Aquatic Programs and Senior Research Scientist. "During our daily aerial surveys, we get a bird's eye view of the whales and the shipping traffic offshore, and we are able to report on the whereabouts of these amazing creatures in relation to the shipping traffic."

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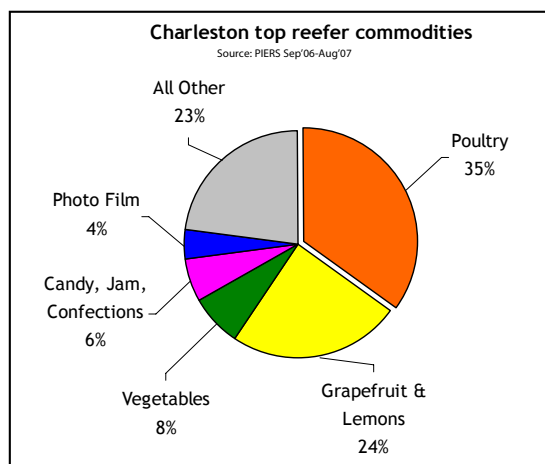
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Refrigerated Cargo

BY APRIL FLETCHER *Market Analyst.*

HAVE YOU EVER WONDERED WHY SOME CARRIERS SEEM to have the majority of their containers be in one of their standard colors while some of them are in a different color, often white? Much of the time those white containers are refrigerated. Reefer containers can sometimes be spotted on the road by their generator, or "gen-set" located somewhere on the end of the box or under the chassis. The generators power the cooling mechanisms in the containers when they are not plugged into shore or ship power. So what exactly is in these funky looking containers?



The South Atlantic's #1 reefer commodity is fresh and frozen poultry. In fact in the twelve months from September 2006 to August 2007 there were almost 95,000 TEUs of poultry exported from our region. Fresh and frozen poultry is also Charleston's top refrigerated commodity with almost 14,000 TEUs during the time period previously mentioned.

Charleston's top trad-

ing country for poultry is Angola with 15% of the commodity while the South Atlantic region's top trading country for poultry is China with 25%.

Poultry is a fairly obvious commodity to come to mind when one thinks of what may be in a reefer. But our region also imports and exports some commodities that people may not necessarily associate with needing to be frozen or refrigerated. Besides the typical meats, fruits and veggies one can find the following entering or leaving the area in a reefer container: live plants, sugar, photo film, grain/flour, natural antibiotics, natural/synthetic hormones, hides/skins/furs and adhesives/cements.

By direction, the South Atlantic refrigerated cargo trade is comprised of 55% exports and 45% imports. In comparison, Charleston is a bit different with 74% exports and 26% imports of the port's almost 40,000 TEUs of reefer cargo annually. Charleston's top export refrigerated commodities are poultry and grapefruits. The port's top import refrigerated commodities are vegetables (largely olives) and Candy/Jams/Confections.

What is interesting about Charleston's refrigerated cargo trade is that there is not a vast difference in volumes month-by-month, meaning there is not a large seasonal trend. This makes sense considering some of the port's reefer commodities. Poultry farms operate year-round,

candies and chocolates are manufactured year-round, but do have a slight jump in the fall to account for the holiday season. Films and medicines are manufactured year round. Grapefruits are one of the major exceptions with a very strong season around the winter time.

Looking for a historical trend, it is clear that reefer cargos are on the rise. This year, South Atlantic reefer exports will grow 10% since 2004's 397,761 TEUs if the straight-line estimate for 2007 of 438,531 TEUs is realized. Much of the regional growing trend is due to the increasing amount of foods from Northeast Asia, primarily imports of Chinese fish and shellfish. The South Atlantic also enjoys a strong trade of refrigerated goods with Central and South America.

In order to accommodate the growing demand for refrigerated containers, Charleston is in the process of expanding reefer capacity at its terminals. At the Wando Welch terminal about 20 acres of the recently permitted 55 acre expansion will be dedicated to a new reefer yard and support areas. Additionally expansion measures are being made at the North Charleston terminal to increase its refrigerated container capacity by 130 plugs.

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Elaine Chandler:

Finding Stability in an Ever-Changing Industry

BY BETSY HARTER

WHEN ELAINE CHANDLER WAS A HIGH SCHOOL SENIOR, she was given the advice that would shape her life.

"One of my mentors told me to find a job on the waterfront because the shipping industry would always be here," she said. "That's exactly what I did. I was a little bit intimidated answering a phone right out of high school, especially when that phone would ring all...day...long. But here I am nearly 40 years later, and that phone is still ringing!"

Chandler began her career in the Savannah, GA, office of John S. James Company, a customs broker, international freight forwarder, and transportation and logistics services provider. She remained at the company until 1983, when she was offered a position in the Charleston office of The Hipage Co, Inc.

"I started off as an office manager, and now I am a Resident Vice President, which is a cute little rhymey title," she chuckled.

Her position, however, holds much responsibility, as Chandler oversees daily operations for the company's Charleston location. Since 1927, The Hipage Company, Inc. has been providing Intermodal freight and brokerage solutions to the expanding world of international trade. The Charleston location is one of 11 offices, mainly concentrated in the Southeast. Chandler oversees 12 local employees out of 145 people companywide.

A typical day for Chandler includes running reports, fielding telephone calls, following up with clients, and keeping up with paperwork. Although her responsibilities are more customer service-oriented than sales-oriented, she views every member of her team as a salesperson of sorts.

"Truly, we are all sales people," she said. "Each time you answer the telephone in your office, you are selling your company. So if you sound like you are having a bad day when you answer that phone, it gives a negative impression of the whole company."

For Chandler, customer service is the most important aspect of her business. This philosophy most likely is what has made her so successful at Hipage, where customer service is the company's strongest attribute.

"Helping customers and taking care of their needs is Hipage's niche," she explained. "We are not the biggest broker and we never will be, but we believe we take great care of our customers."

In its more than 80 years of business, Hipage has experienced a lot of changes in the industry. During the 1960's, Hipage handled the first documented intermodal container to move through the United States to the United Kingdom. A single document governed the passage and, each step of the way, the progress of the container was monitored.

"We have seen manufacturing advances, international market barrier reductions, the expansion of international credits and financing options, along with the coming of logistical technology," she said. "Through all of these changes, time hasn't changed our commitment to flexible, personal service. We remain dedicated to developing long-term business partnerships devoted to advancing our clients' global sourcing and distribution to and from foreign markets."

After 40 years in the shipping business, Chandler is still thankful that she took her mentor's advice.

"I do love this job, and I don't think I could do anything else," she said. "It is rewarding to know that I have a job that I love to go to every day. Many people don't have that luxury. I love the people I work with here at Hipage and in the whole shipping industry. We all have the same goal: to provide the best service for customers and to help them get what they need as quickly

as possible."

Just as she was given career advice during her senior year of high school, Chandler offers words of wisdom to people considering a waterfront career: you must be willing to accept the challenges of a job that brings something new every day.

"In this business, there are different things coming at you all the time, and you either love this business or you just can't do it for that reason," she said. "There's something different every single day. If you like to have everything stay the same all the time, this is not the business for you!"

We remain dedicated to developing long-term business partnerships devoted to advancing our clients' global sourcing and distribution to and from foreign markets.





ELAINE CHANDLER



MYLES COHEN

Sonoco:

Providing cradle-to-cradle packaging and services through recycling.

BY BETSY HARTER

AS OUR SOCIETY BECOMES INCREASINGLY CONCERNED about global warming and energy consumption, companies around the world are stepping up their environmental programs. For one local company, however, recycling has been part of its manufacturing process since the early 20th century.

Sonoco, based in Hartsville, SC, is a \$4 billion global manufacturer of industrial and consumer packaging products. Founded in 1899, the company employs 17,700 people through its 335 locations in 30 countries. Sonoco's consumer products are everywhere, from the flexible plastic bags that hold candy, to the labels on plastic bottles of water and soft drinks, to paper-based cans for snacks.

Sonoco has been collecting and processing recyclable materials and using them in its manufacturing process for decades. Today, an entire division of the company is dedicated to recycling. Formerly known as Paper Stock Dealers, Sonoco Recycling collects more than 3.5 million tons per year of various grades of paper, plastic, metal and other materials. Sonoco Recycling sends some of these items back to Sonoco for use in its materials for the company's packaging products, and it sells the rest to basic materials manufacturers around the world.

In January, Sonoco Recycling relocated its Charleston recycling operation from 20 Braswell Street to a new, state-of-the-art materials recycling facility at 2025 Tellico Road in North Charleston.

"Our new North Charleston facility is larger—a nearly 30,000-square-foot building on a five-acre site—and much more efficient than our former location," said Myles Cohen, division vice president and general manager of Sonoco Recycling. "Its additional space and improved productivity will allow us to process and warehouse a larger volume of recyclables than we've been able to handle in the past."

Annually, Sonoco Recycling collects and processes about 3.5 million tons of recyclable materials through 46 locations in North America and Europe, using a fleet of trucks with 1,300 trailers and a team of recycling professionals. Half of those materials—roughly 1.8 million tons—are used internally in Sonoco's own plants to make paper products. The other 1.7 million tons are sold to other paper companies around the world.

Cohen acknowledged that one of the strategic benefits of the company's new location in Charleston is its proximity to the port.

"Rarely a day goes by that we are not shipping containers out of the Port of Charleston, and this facility will expand Sonoco's capability to export recovered paper to Asia and India," he said. "Recovered paper is the number-one product exported from the United States, as nearly 2,000 containers of recovered paper leave this county per day, mainly

bound for China and India. These countries have few trees and pulp, and they need this scrap paper for their paper mills."

One essential feature of Sonoco Recycling's new Charleston facility is its high-density baler, which helps the company maximize the payload of each container it exports. Compared to a container full of electronics that could be worth hundreds of thousands of dollars, a container full

of recovered paper is worth less than \$2,000, so it is important to pack as much paper into each container as possible, he explained.

"The higher the density that we can bale the paper, the more weight we can get on a container," Cohen said. "We try to ship 54,000 pounds—27 short tons—to max out a container."

As other companies seek ways to bring recycled materials into their own manufacturing process, Sonoco Recycling is there to help them in their efforts. The company recently pioneered the Sonoco Sustainability Solutions (S3) program, which helps other companies identify cost avoidance opportunities, leverage revenue-generating potential, and find alternative uses for previously landfilled materials.

"We are working with three of the top 10 consumer products companies in the world by helping them get to 'zero landfill' through recycling, or for items that can't be recycled, converting that waste to energy," Cohen said.

The S3 service appeals to other consumer products companies for four reasons. First, they avoid costs associated with purchasing raw materials. Second, they are converting waste streams to revenue streams as they can sell products that previously were bound for landfills. Third, S3 offers strategic benefits, including the destruction of branded materials.

"For instance, if a company makes a graphics change to its product, it may have millions of packs of blank material left, which previously would go to a landfill," Cohen said. "That packaging would often resurface with counterfeit material inside. We assure the destruction of branded material, which is a strategic benefit for a company and the right thing to do for the Earth."

Last, the S3 program offers its customers a reporting tool that provides landfill avoidance statistics, which are of interest to their Boards of Directors and to investors.

"The S3 service is our response to our customers' need to increase their sustainability efforts, which is an important topic right now," Cohen said. "This program has a trickle-down effect, and we want to help them increase their recycling so that we can grow the pie of recycling and keep these items out of landfills."

We are working with three of the top 10 consumer products companies in the world by helping them get to 'zero landfill' through recycling



BELINDA DAVIS

South Carolina World Trade Center:

Promoting International Commerce for 20 Years **BY BETSY HARTER**

This article is the first in a series highlighting organizations that foster international trade in South Carolina.

THIS NOVEMBER MARKS THE SOUTH CAROLINA WORLD TRADE CENTER'S (SCWTC) 20th anniversary. Since opening in 1988, the SCWTC has helped thousands of companies grow their businesses through international trade.

The SCWTC's mission always has been to promote and support international commerce through education, networking, trade development services, and international business opportunities for companies and individuals throughout South Carolina. It is one of 308 members of The World Trade Centers Association (WTCA), a not-for-profit, non-political association that facilitates peace through trade.

The SCWTC began as a division of the Charleston Metro Chamber of Commerce, and at one time the two organizations even shared office space. But as the SCWTC grew, it became its own entity and moved to a new location on Poston Road in North Charleston. Plans are underway for a new facility near the North Charleston Coliseum.

As the SCWTC celebrates its 20th anniversary, many exciting changes are on the horizon, most importantly in the organization's leadership. In November, the SCWTC board hired Belinda Davis as the organization's new Executive Director. She replaces Mark Condon, who became Vice President of the Trade Center Development Corp. As a former business owner, economic development leader, and program manager for a luxury automobile manufacturer, Davis brings a unique combination of experience that will assist the SCWTC as it moves forward.

Davis kicked off her tenure at a retreat last fall, where SCWTC leaders agreed that this year's focus would be on education. Davis explained that the SCWTC focuses on three pillars: education, trade, and innovation, all of which promote international commerce through peace.

"While we acknowledge the importance of a building, in our 20th anniversary year our priority is education. In fact, education is the core of all of our initiatives," Davis said. "Whether it is educating South Carolina's youth about international markets, companies and entrepreneurs on trading policies and business opportunities across the globe, or educating the South Carolina public on the benefits of a globally minded

perspective, we are committed to enriching South Carolina's educational offerings."

Education

The SCWTC fosters education, both in South Carolina's high schools and colleges, as well as professional training via seminars and courses. One such endeavor is globalMARKETS, an interactive multimedia course designed to educate high school juniors and seniors about international business and trade.

"The globalMARKETS elective curriculum teaches students to become more globally minded in order to actualize their career goals and to achieve wealth in our competitive world," Davis said.

So far, the SCWTC has implemented the program in 20 schools statewide. The 40 lesson plans teach students how to understand different cultures and international business, while highlighting the many jobs available in international trade.

"We are in discussions with the South Carolina Department of Education to secure a license that will enable to us place the globalMARKETS curriculum in all public schools," Davis said. "Our education committee is looking at the possibility of adapting the course for the lower grades, too, so that they will be better prepared for what they will face when they graduate from high school."

The globalMARKETS program is funded by the SCWTC Education Foundation. This same foundation also funds the World Trade Park Education Resource Center (WT-PERC). WT-PERC is a 10-year collaboration between SC State University and the SCWTC, launched through funding from the state legislature with the support of the SC Department of Commerce (SCDOC). The project includes an education, training, research and business development center that would

"Education is the core of all of our initiatives...we are committed to enriching South Carolina's educational offerings."



SCWTC EMPLOYEES HAVE A GLOBAL REACH FROM THEIR LOCAL OFFICE. THE SCWTC HAS MANY FOREIGN CONNECTIONS SOME OF WHICH INCLUDE GOVERNMENT AND BUSINESS LEADERS FROM THE COUNTRIES OF: CHINA, CHILE, VIETNAM, ISTANBUL AND BRAZIL

link high schools and post-secondary schools, provide teacher training in global economy issues, and serve as an incubator for new and aspiring entrepreneurs.

The South Carolina World Trade Institute (SCWTI) is the educational arm of the South Carolina World Trade Center. It strives to be the premiere institute in South Carolina for international trade education in the fields of importing, exporting and international business relations. The SCWTI's mission is to provide world-class education to South Carolina companies and individuals in these areas and to promote entrepreneurial development and awareness via innovative training programs. The ultimate goal is to increase job opportunities and prosperity for the citizens of South Carolina.

"The SCWTI courses are available to anyone interested in attending, whether you are a new entrepreneur or an experienced trader," Davis explained.

The SCWTC also offers entrepreneurial training seminars and import/export courses. The Luncheon Series brings in speakers who

discuss various trade topics, while the Embassy Series connects South Carolina businesses and leaders with ambassadors from other countries. So far, the SCWTC has hosted ambassadors from Argentina, Italy, India, Barbados, and Chili. Russian and German ambassadors are scheduled to visit later this year. The ambassadors typically go to Columbia to meet with the governor and the SCDOC, and then travel to Charleston where they meet with College of Charleston professors and students. After a tour of the Port of Charleston, they lead a luncheon seminar, followed by an evening cultural hour and dinner.

Trade

The SCWTC's Trade Services Department offers many services, including: assisting companies with their import/export endeavors, matchmaking, conducting trade missions, and international trade project management.

Several programs fall under this pillar, including the SCWTC's Trade Mission Programs, which afford U.S. businesses the chance to

The SCWTC's 9 steps of Importing & Exporting

- 1. Create your business plan.** A solid foundation is necessary if any venture is to succeed.
- 2. Do your market research.** Discover the right resources, right market, and the right product for your trade endeavors.
- 3. Develop your marketing strategy.** Focus on the 4 Ps: Product, Price, Placement, and Promotion.
- 4. Contact the SCWTC to help you find a supplier or buyer.** Networking and lead generation is key.
- 5. Close the deal.** Finalize your deal, draw up a contract, include shipping terms, and negotiate.
- 6. Finalize your payments.** Understand the different methods of payment, each carrying different levels of risk for the importer and the exporter.
- 7. Work out the transportation logistics.** Figure out your mode(s) of transportation, shipping documentation, shipping terms (Incoterms 2000), and international laws.
- 8. Understand customs.** Research free trade agreements, harmonized tariff codes, SIC codes, international laws and the role of your Customs House Broker.
- 9. Plan your warehousing and distribution.** Store your product wisely, and plan key distribution routes to your customer or the end-user.

explore their export potential via foreign trade shows and match-made meetings abroad. Here, the SCWTC partners with other World Trade Centers and government organizations abroad to provide incentives for U.S. businesses. Past examples include free trade booth space, free hotel costs and free matchmaking with foreign companies.

Similarly, the Market Entry Program allows qualified suppliers, sellers and companies the opportunity to enter into the U.S. market via meetings with interested buyers and potential partners.

"Through our Market Entry Program, international companies are guaranteed a minimum of 5 quality meetings with potential partners," Davis explained. "Whether you are a manufacturer, supplier, or interested in a fact-finding mission, the SCWTC can create meaningful connections and networks that facilitate your business operations in the U.S."

The SCWTC also is involved with the International Visitor Leader Program, under the auspices of the U.S. Department of State. This program brings more than 4,000 foreign nationals per year to the United States in order to interact with their professional counterparts and to gain a more comprehensive view of various sectors.

"Here in South Carolina, we have assisted 117 visitors through this program," Davis said. "It is a unique opportunity for locals to experience new cultures and make new friends from across the ocean by hosting a foreign leader for a meal in their home or at their favorite restaurant."

Innovation

Part of the SCWTC's success is that it has not been afraid to try new programs. Currently, more innovative programs are in the works, and will travel throughout the state.

"We constantly are conducting research that creates innovative programs, relationships and opportunities, while encouraging new trade policies such as NAFTA and CAFTA," Davis said.

For instance, the SCWTC is partnering with the government in Halifax, Canada, to create a mentoring program for entrepreneurs.

"Halifax will identify 10 to 20 entrepreneurs, who will travel here. We will take them all over South Carolina, showing them our assets and how we work in international trade and commerce through the ports and our affiliates," she added. "They will return to Halifax and work up their business plans, and we will be able to match them so they can open their businesses."

Finally, Davis said the SCWTC is working with an organization to create credentials that designate various levels of international traders.

"Just as a physician would earn an MD or PhD designation, our traders would earn two levels of credentials," she added.

The SCWTC will hold its official 20th anniversary celebration banquet and meeting November 20 in Charleston. Until then, the calendar is packed full of luncheon meetings, trade seminars, embassy series events and social functions. South Carolina's businesses are in good hands as Davis and her team blaze the trail for the SCWTC's future, providing members with myriad ways to increase their international business opportunities.

Upcoming Events

- March 19** - International Business Etiquette Luncheon Meeting
- April 8** - Passport to the World of Wine/Cuban Art Exhibition
- April 10** - Trade Seminar on International Trade in South Carolina
- April 16** - Day with Legislators
- April 29** - 10th Annual Golf Tournament
- May 21** - Embassy Series on Russia
- June 3** - Passport to the World of Wine
- June 18** - Antidumping Luncheon Meeting
- June TBD** - Trade Seminar Series
- July 23** - Embassy Series
- August 5** - Passport to the World of Wine
- August 20** - Foreign Free Trade Zones Luncheon Meeting
- August TBD** - Trade Seminar Series
- September 24** - Embassy Series on Germany
- October 7** - New Member Reception
- October 22** - Luncheon Meeting
- November 19** - Art Show/ Passport to the World of Wine
- November 19 & 20** - 4th Annual International Education Conference
- November 20** - 20th Anniversary Celebration Banquet and Meeting
- December 10** - Holiday Passport to the World of Wine

THE SCWTC'S EMBASSY SERIES CONNECTS LOCAL BUSINESS LEADERS WITH FOREIGN AMBASSADORS. RECENTLY THE AMBASSADOR OF INDIA (SECOND FROM LEFT) WAS TREATED TO A PORT TOUR WHILE IN CHARLESTON TO PARTICIPATE IN THE SERIES.



Past SCWTC Directors Reminisce

Peter O. Lehman, Esq., *Director of Planning and Business Development, South Carolina State Ports Authority*

"The trading communing in South Carolina has many great trade advocates, but the SCWTC is one of the originals. Trade equals jobs, and in South Carolina that is and will continue to be a very important notion as we evolve into a true global trading community. The SCWTC was at the forefront of this effort, and those who had the original vision to start the center are to be commended.

"There is still much work to accomplish and markets to penetrate. The SCWTC will continue to be a player and help South Carolina companies to both export and import, as two-way trade is important for job creation for our state. The full vision for the SCWTC has yet to be realized, and I am hopeful that new Executive Director Belinda Davis will lead us in this direction as she moves the SCWTC forward."

J. E. "Dewey" Teske, *President, Custom and Exports, Inc.*

"The South Carolina World Trade Center is one of the few organizations that provides top-notch service to both importers and ex-

porters. As an entrepreneurial organization itself, it is especially good at providing these services to small businesses trying to decide to "go global," while at the same time providing trade leads and services to larger firms. Its role as an educational organization through courses, seminars, and programs cannot be over emphasized.

"During my tenure at the SCWTC, many may not remember the role of the South Carolina World Trade Institute in re-training hundreds of shipyard workers for transition into the local international waterfront industries during the aftermath of the Navy Base closure in 1996. We also advised local government organizations on topics ranging from Foreign Trade Zones to International Trade Exposition Centers. It is very exciting to see a physical SCWTC building come to fruition based on a concept Peter Lehman and I presented throughout the state at that time. It was also during this time frame we were part of bringing together a myriad of splintered organizations and agencies to work more closely together statewide. It was an honor to be part of such an organization and contribute to the long-term economic development of the state and region. I look forward to greater things from the SCWTC in the upcoming decades."

John Kuhn, *attorney at Kuhn & Kuhn, LLC, and former SC State Senator*

"South Carolina is very fortunate to have such a strong World Trade Center. It enables companies in this state to have a competitive advantage when attempting to open and expand international markets. It's also a hub for the area for trade leads, trade information, and trade education.

"Personally, I feel that the SCWTC has done an excellent job of bringing the maritime and business communities in closer contact to the general public. Over the years, this has helped the citizens of the region understand the importance to the community of a strong port, a strong maritime industry, and a strong longshoreman's league. The SCWTC also has helped both our business and public communities realize that we are in the new age of a global marketplace. It has helped develop global business and continues to increase the profitability of South Carolina companies and the South in general."

Mark Condon, *COO, World Trade City Orangeburg LLC*

"The global network of World Trade Centers as part of the World Trade Centers Association (WTCA) gives the South Carolina World Trade Center a great window into other markets. As former SCWTC Director and currently WTCA Board member, I see the huge opportunity available to our state. I want to thank all the past Directors and Board members for their hard work and dedication."

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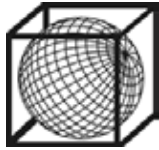
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Nationwide Logistics:

Driving Business to the Port of Charleston

BY BETSY HARTER

IF ANYONE UNDERSTANDS THE IMPORTANCE OF TEAMWORK, it's Charles Coffey, founder of Nationwide Express, Inc. After being involved in college football for 18 years and serving as the Head Football Coach of Virginia Tech for three years, Coffey took the key principals of successful college ball—quality players and strategic logistics planning—and incorporated them into a transportation company: Nationwide Express, Inc.

Since kicking off in 1981, Nationwide Express headquartered in Shelbyville, TN, now operates facilities in Charleston and Columbia, SC; Jackson, Loudon and Memphis, TN; Statesville, NC; and Roswell, GA. Since its inception, the company's truckload division has served as the quarterback for this family-owned business, but its divisions also include: Nationwide Dedicated Services, which provides contract equipment, drivers and maintenance; Nationwide Distribution Services (NDS), a warehousing and distribution division; and Nationwide Logistics, LLC, a third-party logistics company providing domestic truck brokerage, warehousing, container transloading and distribution, local container drayage, and international 3PL services.

Nationwide's Charleston and Columbia locations, which opened last fall, are the newest additions to the team. This recent investment in Charleston has been a long-time ambition of Clay Pelot, Vice President of Logistics for Nationwide Logistics, LLC. Pelot, who has been involved in Charleston's waterfront community for more than 20 years, has a lengthy history in the shipping business and has always considered Charleston to be a key logistics center. In 1987 Pelot became close friends with Charles Coffey's two sons, Michael and David, and the three had always discussed working together to develop an international/3PL division for Nationwide Express. When Pelot finally joined Nationwide in 2004 in a sales capacity, he did so with the hope of expanding the company to Charleston one day. He was named Director of Nationwide Logistics in 2005, and then was promoted to Vice President of Logistics last January.

"We are driven by our customers' needs, and Charleston happened to be a great fit for one of our largest customers," he said. "I love Charleston—my wife was born and raised here, my parents and in-laws are here, and my son was born here. I am passionate about coming back to Charleston and setting up a first-class operation. We will put our resources here and dedicate ourselves to providing a superior level of service in Charleston."

Nationwide Logistics' Charleston facility is just two miles from the

Port of Charleston's North Charleston terminal, and less than ten miles to the Wando Welch and Columbus Street Terminals.

"South Carolina's interstate network allows us to reach a lot of places from Charleston," he added. "Our trucking operation is heavily involved in the Southeast, and being in Charleston allows us to touch all of our customers."

Charleston's reputation as an ideal distribution center has grown over the last several years, attracting dozens of transportation and logistics companies from around the nation.

But Pelot is certain that Nationwide Logistics can compete against even the largest logistics companies because of the unique services that it offers.

First, Nationwide Logistics is focused on bringing new customers to the Port of Charleston, rather than taking existing business away from local logistics providers.

"We predominantly work with customers that are located outside of the Port of Charleston, in Tennessee, Kentucky, and the Carolinas, where we have other facilities," Pelot explained. "Instead of fighting over the local business, which just drives down prices, we have the ability to steer our inland customers toward the Port of Charleston."

facilities are "We have an advantage over companies that don't have their own trucks and must rely on someone else to get a container to them," Pelot said. "Because all of our services are under one roof, we control our own destiny, and customers only have to deal with one company from cradle to grave."

Although founder Charles Coffey has reduced his involvement in Nationwide's day-to-day operations, his two sons are keeping the team atmosphere alive. Michael Coffey, CEO, and David Coffey, President, are continuing their father's mission to partner with customers to meet their transportation and logistics objectives.

"Nationwide Express has consistently demonstrated a long-term commitment to excellence. Our desire to go above and beyond to ensure the satisfaction of our customers is the guiding principle for each Nationwide associate," Michael Coffey said. "We're proud to say that our significant corporate growth is the direct result of our ability to constantly analyze the latest trends in the transportation and logistics industry, then respond to them effectively."



We have an advantage over companies that don't have their own trucks and must rely on someone else to get a container to them



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LOCATION: Whitepoint Gardens, Charleston

IMAGE DATA: 125th-second exposure @ f/5.6 Nikon D300 digital camera with 35 mm lens. **PHOTOGRAPHER:** Marvin Preston

Direct Services by Trade Region by Carrier

This listing indicates direct service calls in and out of Charleston. Many of these carriers also offer transshipment options that will move your cargo anywhere in the world. Please contact your ocean carrier about transshipment options.

CARRIER NAME	CARRIER SERVICE NAME	FREQUENCY	TERMINAL
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Africa (Non Med) (5 carrier services in 3 deployments)

Hapag-Lloyd	NAA	70 days	CS
Maersk Line	AMEX	Weekly	WW
Mitsui O.S.K.	-	Fortnightly	UP
MSC	AMEX	Weekly	WW
Safmarine	AMEX	Weekly	WW

Asia - India Ocean (16 carrier services in 5 deployments)

ANL Container Line	ISC-3	Weekly	NC
APL	IAX	Weekly	NC
APL	SZX	Weekly	WW
ARC	Mid East	Fortnightly	UP
CMA CGM	INDAMEX	Weekly	NC
CMA CGM	SZX	Weekly	WW
Evergreen Line	SZX	Weekly	WW
Hapag-Lloyd	INDAMEX	Weekly	NC
Hyundai	SZX	Weekly	WW
MacAndrews	INDAMEX	Weekly	NC
Maersk Line	MECL1/SZX 1	Weekly	WW
MOL	IAX	Weekly	NC
MOL	SZX	Weekly	WW
MSC	-	Weekly	WW
Safmarine	USEC EXP	Weekly	WW
Wallenius Wilhelmsen	NM	Fortnightly	UP

Asia - Pacific (17 carrier services 6 deployments)

APL	APX	Weekly	WW
APL	SZX	Weekly	WW
CMA CGM	SZX	Weekly	WW
COSCO	AWE 2	Weekly	CS
Evergreen Line	NUE	8 days	NC
Evergreen Line	SZX	Weekly	WW
Hanjin	AWC	Weekly	CS
Hyundai	APX	Weekly	WW
Hyundai	SZX	Weekly	WW
K Line	TASCO-1	Weekly	CS
Maersk Line	-	8 days	NC
Maersk Line	TP7	Weekly	WW
MOL	CNY/APX	Weekly	WW
MOL	SZX	Weekly	WW
MSC	-	Weekly	WW
Safmarine	TP7	Weekly	WW
Yang Ming	AWE 2	Weekly	CS

Australia-New Zealand (1 carrier service in 1 deployment)

MSC	-	Weekly	WW
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Caribbean (21 carrier services in 9 deployments)

Alianca	ABUS	Weekly	WW
APL	APX	Weekly	WW
CCNI	Americas	Weekly	WW
CSAV	-	Weekly	WW
CSAV	Americas	Weekly	WW
Evergreen Line	NUE	8 days	NC
Evergreen Line	SNT	Weekly	WW
Hamburg Sud	ABUS	Weekly	WW
Hamburg Sud	AGAS	Weekly	WW
Hapag-Lloyd	ESS2	Weekly	WW
Hyundai	APX	Weekly	WW
Libra	-	Weekly	WW
Maersk Line	AMEX	Weekly	WW
Maersk Line	SAE	Weekly	WW
Maersk Line	TP7	Weekly	WW
MOL	CNY/APX	Weekly	WW
MSC	AMEX	Weekly	WW
MSC	S Atlantic	Weekly	WW
MSC	String 1	8 days	WW
Safmarine	AMEX	Weekly	WW
Safmarine	TP7	Weekly	WW

CARRIER NAME	CARRIER SERVICE NAME	FREQUENCY	TERMINAL
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Europe - Atlantic (41 carrier services in 14 deployments)

ACL	J	Weekly	NC
ACL	N	Weekly	ND
ANL Container Line	EUS-1	Weekly	NC
APL	APX	Weekly	WW
APL	ATN	Weekly	WW
APL	ATS	Weekly	WW
ARC	Atlantic	Weekly	UP
Atlanticargo	-	9 days	CS
China Shipping Container Lines	EAG	Weekly	NC
CMA CGM	Victory Br	Weekly	NC
COSCO	TAS 1	Weekly	CS
CSCL	EAG	Weekly	NC
Evergreen Line	EUG	Weekly	NC
Evergreen Line	NUE	Weekly	NC
Hanjin	NTA	Weekly	CS
Hapag-Lloyd	ATX	Weekly	NC
Hapag-Lloyd	GAX	Weekly	NC
Hapag-Lloyd	GMX	Weekly	NC
Hyundai	APX	Weekly	WW
Hyundai	ATN	Weekly	WW
Hyundai	ATS	Weekly	WW
K Line	NA Shuttle	Weekly	UP
K Line	TASCO 1	Weekly	CS
Maersk Line	TA1	Weekly	WW
Maersk Line	TA2	Weekly	WW
Maersk Line	TA3	Weekly	WW
Mitsui O.S.K.	-	Fortnightly	UP
MOL	ATN	Weekly	WW
MOL	ATS	Weekly	WW
MOL	CNY/APX	Weekly	WW
MSC	S Atlantic	Weekly	WW
NYK	ATX	Weekly	NC
NYK	GAX	Weekly	NC
OOCL	ATX	Weekly	NC
OOCL	GAX	Weekly	NC
OOCL	GMX	Weekly	NC
Star Shipping	-	9 days	CS
Wallenius Wilhelmsen	EA,NA	Fortnightly	UP
Wallenius Wilhelmsen	EB,NB	Weekly	UP
Yang Ming	TA1	Weekly	CS
Zim	AUE	Weekly	CS

Mediterranean (18 carrier services in 5 deployments)

ANL Container Line	ISC-3	Weekly	NC
APL	IAX	Weekly	NC
APL	MGS	Weekly	WW
ARC	Mid East	Fortnightly	UP
CMA CGM	INDAMEX	Weekly	NC
COSCO	TAS 6	Weekly	WW
Hapag-Lloyd	INDAMEX	Weekly	NC
Hapag-Lloyd	MNX	Weekly	WW
K Line	TASCO 6	Weekly	WW
MacAndrews	INDAMEX	Weekly	NC
Maersk Line	MECL1/SZX 1	Weekly	WW
Maersk Line	West Med	Weekly	WW
MOL	IAX	Weekly	NC
MSC	-	Weekly	WW
Safmarine	USEC EXP	Weekly	WW
Safmarine	US-Gulf	Weekly	WW
Wallenius Wilhelmsen	NM, MN	Fortnightly	UP
Yang Ming	TA6	Weekly	WW

South America - Atlantic (15 carrier services in 4 deployments)

Alianca	ABUS	Weekly	WW
Alianca	NA-ECSA2	Weekly	WW
CMA CGM	ABEX	Weekly	WW
CSAV	-	Weekly	WW
CSAV	USATLAN	Weekly	WW
Evergreen Line	SNT	Weekly	WW
Hamburg Sud	ABUS	Weekly	WW
Hamburg Sud	NA-ECSA2	Weekly	WW
Hapag-Lloyd	ESS2	Weekly	WW
Libra	-	Weekly	WW
Libra	USATLAN	Weekly	WW
Maersk Line	NASA	Weekly	WW
Maruba	USATLAN	Weekly	WW
Mitsui O.S.K.	-	Fortnightly	UP
MSC	-	Weekly	WW

South America - Pacific (4 carrier services in 2 deployments)

CCNI	Americas	Weekly	WW
CSAV	Americas	Weekly	WW
Hamburg Sud	AGAS	Weekly	WW
MSC	String 1	8 days	WW

Direct Services by Terminal by Deployment Grouping

This listing indicated direct service calls in/out of Charleston. Many of these carriers also offer transshipment options that will move your cargo anywhere in the world. Please contact to your ocean carrier about transshipment options. Contact information is provided below.

TERM.	SERVICE	PARTICIPATING CARRIERS	TRADE REGION	FREQUENCY
CS	-	Atlanticargo / Star Shipping	Europe - Atlantic	9 days
CS	AUE / NTA / TA1 / TAS-1 / TASCO 1	COSCO / Hanjin / K Line / Yang Ming / Zim	Europe - Atlantic	Weekly
CS	AWC / AWE-2 / AWC	COSCO / Hanjin / K Line / Yang Ming	Asia - Pacific	Weekly
CS	NAA	Hapag-Lloyd	Africa (Non Med)	70 days
NC	ATX / N	ACL / Hapag-Lloyd / NYK / OOCL	Europe - Atlantic	Weekly
NC	EAG / EUG / EUS-1 / Victory Br	ANL / CMA CGM / CSCL / Evergreen Line	Europe - Atlantic	Weekly
NC	GAX / J	ACL / Hapag-Lloyd / NYK / OOCL	Europe - Atlantic	Weekly
NC	GMX	Hapag-Lloyd / OOCL	Europe - Atlantic	Weekly
NC	IAX / INDAMEX / ISC-3	ANL / APL / CMA CGM / Hapag-Lloyd / MacAndrews / MOL	Asia - India Ocean / Mediterranean	Weekly
NC	NUE / -	Evergreen Line / Maersk Line	Asia - Pacific / Caribbean / Europe - Atlantic	8 days
UP	-	Mitsui O.S.K.	Africa (Non Med) / Europe / South America - Atlantic	Fortnightly
UP	"Atlantic / EB,NB"	ARC / Wallenius Wilhelmsen	Europe - Atlantic	Weekly
UP	"EA,NA"	Wallenius Wilhelmsen	Europe - Atlantic	Fortnightly
UP	"Mid East / NM,MN"	ARC / Wallenius Wilhelmsen	Asia - India Ocean / Mediterranean	Fortnightly
UP	NA Shuttle	K Line	Europe - Atlantic	Weekly
WW	-	MSC	Asia - India Ocean	Weekly
WW	-	MSC	Asia - Pacific	Weekly
WW	-	MSC	Australia - New Zealand	Weekly
WW	-	MSC	South America - Atlantic	Weekly
WW	- / ABUS / ESS2 / NASA / SNT	Alianca / CSAV / Evergreen / Hamburg Sud / Hapag-Lloyd / Libra / Maersk Line	Caribbean / South America - Atlantic	Weekly
WW	ABEX / NA-ECSA2 / USATLAN	Alianca / CMA CGM / CSAV / Hamburg Sud / Libra / Maruba	South America - Atlantic	Weekly
WW	AGAS / Americas	CCNI / CSAV / Hamburg Sud	Caribbean / South America - Pacific	Weekly
WW	AMEX	Maersk Line / MSC / Safmarine	Africa (Non Med) / Caribbean	Weekly
WW	APX / CNY/ TA1	APL / Hyundai / Maersk Line / MOL	Asia - Pacific / Caribbean / Europe - Atlantic	Weekly
WW	ATN / TA3/TP7	APL / Hyundai / Maersk Line / MOL / Safmarine	Asia - Pacific / Caribbean / Europe - Atlantic	Weekly
WW	ATS / TA2	APL / Hyundai / Maersk Line / MOL	Europe - Atlantic	Weekly
WW	MECL1/SZX1 / USEC EXP	Maersk Line / Safmarine	Asia - India Ocean / Mediterranean	Weekly
WW	MGS / MNX / US Gulf / West Med	APL / Hapag-Lloyd / Maersk Line / Safmarine	Mediterranean	Weekly
WW	S Atlantic	MSC	Caribbean / Europe - Atlantic	Weekly
WW	SAE	Maersk Line	Caribbean	Weekly
WW	String 1	MSC	Caribbean / South America - Pacific	8 days
WW	SZX	APL / CMA CGM / Evergreen / Hyundai / MOL	Asia - Pacific / Asia - India Ocean	Weekly
WW	TAS-6 / TASCO 6 / - / TA6	COSCO / K Line / MSC / Yang Ming	Mediterranean	Weekly

Carrier Service information obtained from Compair Data Inc.

CARRIER	CUSTOMER SERVICE	WEB ADDRESS
ACL	(800) 225-1235	www.aclcargo.com
Alianca	(973) 775-5600	www.alianca.com.br
ANL Container Line	(843) 720-1580	www.anl.com.au
APL	(800) 999-7733	www.apl.com
ARC	(201) 571-0444	www.arccnet.com
Atlanticargo	(800) 251-3960	www.atlanticargo.com
CCNI	(800) 223-2264	www.ccni.cl
China Shipping	(843) 881-4754	www.chinashippingna.com
CMA CGM	(843) 740-0700	www.cma-cgm.com
COSCO	(800) 242-7354	www.cosco-usa.com
CSAV	(732) 635-2600	www.csav.com
Emirates Shipping Line	(732) 882-1600	www.emiratesline.com
Evergreen Shipping Agency	(843) 856-7600	www.evergreen-shipping.us
Hamburg Sud	(888) 228-3270	www.hamburg-sued.com
Hanjin	(912) 966-1220	www.hanjin.com

Hapag-Lloyd	(843) 556-4052	www.hlcl.com
Hyundai	(877) 749-8632	www.hmm21.com
K Line	(800) 609-3221	www.k-line.com
Libra	(877) 959-4910	www.libra.com.br
MacAndrews	(843) 856-1000	www.macandrews.net
Maersk Line	(800) 321-8807	www.maerskline.com
MOL	(866) 437-2576	www.molpower.com
MSC	(843) 971-4100	www.msctva.ch
NYK	888-695-7447	www.nyk.com
OOCL	(888) 388-6625	www.oocl.com
Safmarine	(866) 866-4723	www.safmarine.com
Shpg Corp. of India	(843) 856-1000	www.shipindia.com
Star Shipping	(843) 856-1000	www.starshipping.com
Wallenius Wilhelmsen	(201) 505-4000	www.2wglobal.com
Yang Ming	(912) 238-0329	www.yml.com.tw
Zim	(866) 744-7046	www.zim.co.il



South Carolina Senator Larry Grooms (front/center with red tie) is joined by an impressive group of developers making investments in the Lowcountry of South Carolina including (front row, left to right) Ed Guiltinan, Rockefeller Group Development; Josh Jones and Nelson Poe, Johnson Development Associates; (back row, left to right) Jon Phillips, Lauth Properties; Matthew Harper, Childress Klein Properties; Houston Roberts, Lauth Properties; Clint Murphy, Jafza USA; Gary Frederick, Hillwood Investment Properties; and Tricia Noble, Childress Klein Properties. Sen. Grooms, the developers, clients of the Port of Charleston and site location consultants recently gathered at the first Port of Charleston Executive Summit in February.



Demolition has started at the old Charleston Navy Base to prepare the site as the next Charleston container terminal. Phase I of the new terminal is expected to be operational in 2013 in time to meet forecasted container demand for the South Atlantic region which also coincides with the expansion of the Panama Canal to accommodate larger vessels.

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